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National Council of
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NATIONAL COUNCIL OF COMMERCE

PROCEEDINGS ~ ~ ~
OF A MEETING OF DELEGATES
FROM THE CHAMBERS OF COM-
MERCE, BOARDS OF TRADE, AND
TRADE ORGANIZATIONS OF
THE LEADING CITIES OF THE
UNITED STATES IN CONFER-
ENCE WITH THE SECRETARY
OF COMMERCE AND LABOR
DECEMBER 5 AND 6, 1907



WASHINGTON :: GOVERNMENT PRINTING OFFICE :: 1907

NATIONAL COUNCIL OF COMMERCE

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21 Feb. 1916 MS

National Council of Commerce

NATIONAL
COUNCIL OF COMMERCE

The Occasion of the Meeting

With the view of promoting the foreign and domestic commerce of the United States, by establishing closer relations between his Department and the commercial and industrial organizations of the country, the Secretary of Commerce and Labor on October 23, 1907, addressed the following letter to a selected number of boards of trade, chambers of commerce, and trade organizations in the leading cities of the United States:

DEPARTMENT OF COMMERCE AND LABOR,
OFFICE OF THE SECRETARY,
Washington, October 23, 1907.

GENTLEMEN: The Department of Commerce and Labor was created by the act of February 14, 1903, and Congress had chiefly in view, among other things, the fostering, promoting, and developing of foreign and domestic commerce, mining, manufacturing, etc.

Since assuming the administration of this Department I have given much thought to the question how

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to establish a closer relationship between the Department and the commercial bodies of the country, with the view of rendering the Department more helpful to the commercial interests. In order to profit by the experience of European governments, such as Great Britain, France, Germany, Italy, and Belgium, which have dealt with that problem for some time, I have caused to be prepared by the tariff expert of the Bureau of Manufactures a study of this subject, which is embraced in a pamphlet, three copies of which are herewith sent under separate cover.

With the view of developing the most practical plan for rendering this Department of greater service to the commercial interests of the country, and at the same time to enable the Department to enlist the cooperation of such interests, I have invited the chambers of commerce and boards of trade from some forty of the leading cities of the country to appoint committees to meet in the Department of Commerce and Labor on Thursday, December 5, at 10 o'clock a. m., to consider with me ways and means of accomplishing the objects above set forth. I would appreciate it if you will advise me whether your body will be represented at this meeting.

Respectfully,

OSCAR S. STRAUS,
Secretary.

Bodies Represented and Delegates Present

Acceptances were received from practically all of the organizations invited, and on December 5, 1907,

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the delegates who had been chosen to attend the conference convened in the offices of the Secretary of Commerce and Labor. The organizations and their delegates are as follows:

Chamber of Commerce of the State of New York, New York City:

GUSTAV H. SCHWAB. SILAS D. WEBB.
JOHN I. WATERBURY.

Chamber of Commerce, Atlanta:

J. W. POPE. DAVID WOODWARD.
W. G. COOPER. L. A. RANSOM.

Chamber of Commerce, Boston:

JOHN F. CROCKER. GEORGE T. COPPINS.
WILLIAM H. LINCOLN. DANIEL D. MORSE.
ELWYN G. PRESTON.

New York Board of Trade and Transportation, New York City:

WILLIAM MCCARROLL. NATHAN B. PAYNE.

Chamber of Commerce, Pittsburg:

D. C. RIPLEY. ISAAC W. FRANK.
H. J. HEINZ.

Chamber of Commerce, Galveston:

M. LASKER. J. C. KEMPNER.
H. MOSLE. WALTER GRESHAM.

Chamber of Commerce, Seattle:

EDGAR L. CRIDER.

Chamber of Commerce, Milwaukee:

GEORGE H. D. JOHNSON.

Chamber of Commerce, Denver:

MEYER FRIEDMAN. W. F. R. MILLS.
JAS. S. TEMPLE. C. H. REYNOLDS.

Business Men's League, St. Louis:

JAMES E. SMITH. W. F. SANDERS.
C. P. WALBRIDGE.

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National Association of Manufacturers, New York City:

H. E. MILES.	F. C. SCHWEDTMAN.
D. A. TOMPKINS.	CHARLES H. BECKER.
A. B. FARQUHAR.	GEORGE S. BOUDINET.
G. A. STEPHENS.	

Merchants' Exchange, St. Louis:

WILLIAM P. KENNETT.	HOSEA B. SPARKS.
EDWARD E. SCHARFF.	PARKER H. LITCHFIELD.

Trades League of Philadelphia:

MAHLON N. KLINE.	N. B. KELLY.
JOHN G. CROXTON.	

American Meat Packers' Association, New York City:

WILLIAM C. EVANS.	GEORGE L. MCCARTHY.
J. C. DOLD.	

National Board of Trade, Philadelphia:

FRANK D. LA LANNE.	HENRY W. PEABODY.
AMBROSE SWASEY.	E. R. WOOD.

Chamber of Commerce, Minneapolis:

G. D. ROGERS.

Chamber of Commerce, Richmond:

MALVERN C. PATTERSON.	GEORGE BRYAN.
J. C. FREEMAN.	

Millers' National Federation, Chicago:

A. L. GOETZMANN.	JOHN W. BURK.
M. H. DAVIS.	

American Asiatic Association, New York City:

JOHN FOORD.	C. A. GREEN.
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Boston Merchants' Association, Boston:

JOHN W. WEEKS.	A. S. CRANE.
CHARLES C. HOYT.	

Chamber of Commerce, San Francisco:

Senator GEORGE C. PERKINS.

Chamber of Commerce, Cincinnati:

FRANK B. WIBORG.	C. B. MURRAY.
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Board of Trade, Chicago:

GEORGE F. STONE.	B. A. ECKHART.
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Board of Trade, New Orleans:

C. H. ELLIS.	JULES C. KOENIG.
C. P. BARTLETT.	

Chamber of Commerce, Cleveland:

LYMAN H. TREADWAY.	MUNSON A. HAVENS
AMBROSE SWASEY.	

Board of Trade, Philadelphia:

JOHN M. HARPER.	MALCOLM LLOYD.
E. J. LAVINO.	WM. R. TUCKER.
CHARLES J. COHEN.	

Chamber of Commerce, Buffalo:

GEO. P. SAWYER.	W. H. GRATWICK.
WM. A. ROGERS.	T. S. FASSETT.
GEO. CLINTON.	H. G. MEADOWS.
WM. A. DOUGLAS.	T. H. WICKWIRE.
BURT L. JONES.	J. C. HOLD.
HUGH KENNEDY.	

American Warehousemen's Association, Washington and San Francisco:

SAMUEL M. HASLETT.

Merchants' Association of New York:

S. C. MEAD.

Latin-American League of St. Louis:

E. B. FELSINGER.	JOS. ARBUCKLE.
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Honolulu Chamber of Commerce:

Governor W. F. FREAR.

Manufacturers' Association of Indianapolis:

ALBERT HALE.

American National Live Stock Association:

S. H. COWAN.

American Association Flint and Lime Glass Manufacturers:

GEO. W. BLAIR.

Albany Business League:

JOHN A. BETJEMAN.

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*Commercial Club and Manufacturers and Merchants' Association
of Kansas City:*

GEO. H. TEFFTS.

C. D. PARKS.

J. M. CONNER.

E. M. CLENDENING.

H. B. TOPPING.

J. C. SWIFT.

Chicago Association of Commerce:

A. B. MCCALL.

Special Delegates:

WM. R. CORWINE.

FRANCIS B. LOOMIS.

THURSDAY, DECEMBER 5

Address by the Secretary of Commerce and Labor

The meeting was called to order at 10 o'clock a. m. by the Hon. Oscar S. Straus, who addressed the delegates as follows:

GENTLEMEN: I desire to express to you, and through you to your respective organizations, my thanks for your presence here to-day in response to my invitation. I have invited you here for a consultation how we may establish closer and more helpful relations between the Department of Commerce and Labor and the commercial and industrial bodies of the country.

The subject of establishing closer relations between this Department and the organizations representing the commerce and the industries of the country has been uppermost in my mind since I assumed charge of this branch of the Government.

In May last, Mr. Gustav H. Schwab, chairman of the Committee on Foreign Commerce of the Chamber of Commerce of the State of New York, forwarded to

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me a report of that committee on the subject of the extension of the foreign trade of the United States. He accompanied it by a letter urging the adoption of some system somewhat similar to those which prevail in the principal European countries for an adequate governmental service of information on foreign tariffs and foreign commerce.

In my reply to Mr. Schwab, I called attention to the advantage to the commerce of the country, both domestic and foreign, and to the Department in its efforts to promote the same, if a closer relationship were established between the Department of Commerce and Labor and the commercial and industrial organizations of the country. These organizations include among their number many men of great practical experience, leaders in our economic development, whose advice and cooperation can not fail to be of great value to the Government and the country.

In furtherance of this purpose I directed Mr. Stone, of the Bureau of Manufactures, to prepare a report upon the relations between the government departments corresponding to our Department of Commerce and Labor in the leading European countries and the commercial bodies of those nations. This report was forwarded, together with my invitation, to some forty of the leading commercial organizations in the principal cities of the country.

The purpose of this conference, as outlined in the invitation, is administrative, not legislative. This

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Department is not charged with matters relating either to finance or revenue, nor with administrative duties affecting the tariff or reciprocity.

The Governments of the leading European nations, notably France and Germany, have established close official relations between their departments of commerce and their commercial organizations. This was possible because the leading commercial organizations of those nations are semiofficial bodies, and are therein different from commercial bodies in this country. In England, on the other hand, where the commercial bodies are not endowed with semiofficial functions, but are organized upon very much the same basis as our own, the commercial bodies are leagued together in one National Association of Commerce, and when this great body makes representation to the Government, as it frequently does, it speaks the voice and wish of commercial and industrial England, and the Government takes notice accordingly. This situation has gradually grown up, and the British Government has been able to do a great deal to promote, expand, and facilitate foreign trade, because it is kept in intimate practical touch with the men who are carrying on England's gigantic trade with all the world. We can learn much from both the continental and the English system in developing a method of cooperation that will more readily adapt itself to conditions in our own country. The question is one that has never been studied as a whole in the United States.

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It is about time that a beginning should be made in this direction. It can not fail to be helpful, not only to our foreign commerce, but to our domestic commerce as well.

The organic act creating this Department provides that "It shall be the duty of said Department to foster, promote, and develop the foreign and domestic commerce, the mining, manufacturing, shipping, and fishing industries, the labor interests and the transportation interests of the United States." No country has a greater number of progressive men of high ability and great experience engaged in its commerce and manufactures than our own, and there is all the more reason why the Government should avail itself of their invaluable assistance, their wise counsel, and systematic cooperation. It requires no argument to prove that the establishment of a medium of cooperation between this Department and the commercial bodies will be of the greatest practical advantage to the Department in directing its efforts into the channels of investigation that are most desired by the commercial interests. It will at the same time enable the Department to communicate promptly information regarding trade conditions in foreign countries that will prove of increasing value to American manufacturers, exporters, and importers.

The bureaus of this Department most directly in touch with the commercial interests are the Bureau of Manufactures, the Bureau of Statistics, and the

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Bureau of the Census. There are other bureaus which intimately touch commercial interests, such as the Coast and Geodetic Survey, the Bureau of Navigation, the Bureau of Standards, and the Bureau of Corporations. It would be of great value and assistance to the statistical bureaus to be advised from time to time what statistics, other than they now supply, will be of help commercially and in what particular the statistics can be made more useful.

The Bureau of Manufactures, besides publishing such consular reports as are of interest commercially, is empowered by Congress to send trade agents abroad to investigate special industries and markets for our products and manufactures. Congress makes an annual appropriation of \$50,000 for this purpose. It has been my aim to select men for these positions who are specialists in the particular branches of industry they are directed to investigate. A good beginning has been made, and much valuable information obtained and disseminated through publication of the reports of the special agents and the distribution of samples of merchandise manufactured in foreign countries. A division in the Bureau of Manufactures has also been established, known as the Division of Foreign Tariffs, charged with the duty of collating such tariffs and making comparative studies. It is of the highest importance to the exporting interests to learn at the earliest moment not only of tariff changes in foreign countries, but also of the proposed changes affecting the exports from this

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country, so that such steps may be taken, either by our Government or by the interests affected, as the case may warrant and the circumstances admit. These are a few of many instances where cooperation between commercial and manufacturing interests and the Department will be of mutual advantage.

The question suggests itself, How can the desired cooperation best be obtained? That is the subject I commend to your immediate consideration. I do not wish to forestall any views you gentlemen may have on the subject, or any plan you may wish to present or develop. I will simply lay before you a brief and purely tentative outline of such a plan as I have in mind, whereby there can be established a body which shall serve as a connecting link between the Department and the commercial organizations, with the hope that you may further develop it, or devise some other plan in order to best serve the purposes for which this conference has been called.

It is important that the connecting link should be a comparatively small committee, and the plan submitted therefore proposes an advisory board which would be practically an executive committee, meeting as frequently as necessary, and thoroughly representative of a larger body consisting of representatives from commercial and industrial organizations throughout the country.

I see no reason why such a national council or advisory committee should not extend its cooperation to other Executive Departments that touch the

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commerce and manufactures of the country, such as the Department of State, the Treasury Department, and the Department of Agriculture. That, however, is a matter entirely for your consideration, and perhaps had better be an after consideration, following the successful working out of a practical relationship between this Department and the commercial organizations of the United States. The purely tentative outline of an organization which I have prepared, and which I submit to you to serve merely as a starting point for your deliberations, is as follows:

TENTATIVE SCHEME FOR A NATIONAL COUNCIL OF COMMERCE

The purpose of the proposed Council of Commerce is to establish a connecting link between the Department of Commerce and Labor and the business world directly affected by the work of the Department.

Its functions should be:

1. To keep the Department informed of the needs and desires of the business world so far as they may be formulated by responsible commercial and industrial organizations. These organizations should represent manufacture, internal trade, and foreign commerce, both export and import, and possibly transportation.

2. To keep the business community informed regarding the work of the Department, its plans, methods, and results.

The practical character of the work requires that the directing personnel of such a council shall be held down to the smallest possible number of members, if it is to be a

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workable body. It is therefore suggested that the organization consist of two closely connected yet distinct bodies, viz.:

1. A National Council of Commerce.
2. An Advisory Committee.

Each body to elect its own officers and to establish its own rules of procedure.

Under this plan the National Council of Commerce would be composed of one representative from the leading commercial and industrial organizations, representing the principal lines of commerce and manufacture in every section of the country.

THE NATIONAL COUNCIL.

The Council to meet as may be determined upon; to hear and act on the reports of the Advisory Committee; to discuss and act on measures proposed by the delegates from the various organizations represented; to formulate, for action by its constituent bodies, or by the Advisory Committee, such suggestions for the promotion of the commerce of the United States as it may agree upon.

THE ADVISORY COMMITTEE.

The Advisory Committee shall consist of a comparatively small number of members, say 9 to 15, representing the leading commercial and industrial organizations of the country, to be selected as the National Council shall provide. Its meetings shall be attended by such officers of the Department as the Secretary of Commerce and Labor may designate, these officials to have a voice in the deliberations, but no vote. It shall meet regularly—four times a year, or at such intervals as may be necessary.

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Its purpose, as stated above, is to act as an intermediary between the Department and the commercial and industrial interests of the country, and to that end it is to exercise the following functions:

1. To receive reports and communications from commercial and other bodies as to their needs in the promotion of commerce.
2. To receive information from the Department of interest to the business world, which can not be directly disseminated through the publications of the Departmental Bureaus.
3. To consider with the Department officials and act upon the topics suggested by the reports mentioned under 1 and 2.
4. To furnish the Secretary of Commerce and Labor with authentic information as to the needs and conditions of different industries whenever commercial treaties are under consideration.
5. To suggest special investigations abroad by the agents of the Department.
6. To act as an intermediary between the Department and the commercial and trade bodies in arranging for the representation of American products at international expositions.
7. To confer with other Departments of the Government with a view to promoting the trade interests of the country.
8. To confer with the Secretary of Commerce and Labor regarding legislation which shall have been approved by the National Council and is necessary to promote foreign and domestic commerce or to adequately equip the Department for such work.

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Address by the Secretary of State

The Secretary of Commerce and Labor then introduced the Hon. Elihu Root, Secretary of State, who spoke as follows:

MR. SECRETARY, GENTLEMEN: I was very glad to avail myself of the kind invitation of Secretary Straus to come here and say a very few words, in order that I might express hearty approval on the part of the State Department of the movement which the Department of Commerce and Labor is now proposing to inaugurate. I am glad also to have the opportunity to impress upon your minds the fact that the Department of Commerce and Labor, which is charged with promoting that great phase of our national activity, and the Department of State, which represents that activity wherever it touches a foreign nation, are endeavoring to bring about team play in the interest of our country. It is quite clear to me that, while we have had for a long time a great deal of most excellent and devoted work along many lines in many bureaus and different Departments affecting the commercial growth and extension of our country, the efficiency of that good and faithful work has been much less than it should have been, because it has been unrelated. Men working each by himself, doing the best he can, but not having any relation to the work of other equally good men, are doing in many ways that which might

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strengthen and promote the work of the others. I think we have come to the point where we can apply to the work of the different Departments of government, of different bureaus, of different experts and governmental servants, and of the great number of local commercial organizations throughout the country, those principles of organization which are transforming the business of the world to-day, and I look upon this movement which Secretary Straus has inaugurated here, and in which you have been so public-spirited as to come here and to give your time and efforts—I look upon this movement as being a most appropriate step toward bringing about that organization. The State Department becomes interested at the point where the efforts of our people to organize and increase our foreign commerce touch foreign conditions, and it is plain to me that there are many things which should be done, and which can be done only through organization and through the power of associated effort. These are things which will not be done by separate individuals, each following along the line of his own business. In many parts of the world where there are great markets waiting for American enterprise we are much handicapped because our people are as yet children in the competition with the trained foreign merchants of other countries. I have just been reading with great interest a letter from Mr. Andrew D. White to the President which the President sent to me the other day, accompanied by a memorandum

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and a draft of a bill proposing to apply the same methods of instruction in commerce, at the instance of the National Government, which have been applied to instruction in agriculture; that is, to extend to instruction in commerce the principles and the methods of the Morrill bill of 1862, under which the proceeds of public lands have to so large an extent been applied to instruction in agriculture. I was much impressed by the wise recognition of conditions, and I asked the President to send Mr. White's letter to Secretary Straus, which has already been done. Our people very much need education, and that requires organization. We need very much in many foreign countries American banks. That can not be done by the hardware manufacturer, or by the cotton manufacturer, or by any individual or single concern that is seeking to extend its market. It has got to be done by organization, and recognition of the needs of all the American businesses. We need an extension and a revival of our merchant marine, and that can not be done by a single individual. This education which we should have should consist of training up a lot of young men, who will extend and push American trade abroad. This education must have a great deal of scope. It must involve training in the languages. It is of no use to send a man who talks nothing but North American to countries where they do not talk North American. It needs training in the particular methods, the customs, the purposes,

the sympathies, or prejudices of the people among whom our agents are going, and it needs a wide knowledge of the production and the markets, and the possibilities in the United States. We are trying to do the best we can in the State Department in regard to the Consular Service, which is engaged in trying to pry open the doors for you to send your commerce through; and one thing which an organization that takes in the great chambers of commerce can do is to stand behind the Government officers who are trying to make the Government machinery effective. They should stand behind the Government officers, and support them when they make an advance in the right direction, and prevent anybody from pushing back in the wrong direction. A few years ago the Consular Service was used very largely for the purpose of providing for respectable indigent gentlemen who failed here, and whose friends wanted to take care of them, and find comfortable shelves in quiet, pleasant foreign cities, or to take care of uncomfortable politicians who were making trouble about the race for Congress and who had to be gotten rid of in some convenient way. Those gentlemen went to their posts without having any idea they had any duty to perform, and they generally worked out that idea with fidelity. Of course, there were many very excellent men who were excellent consuls, but there were more of the other kind. We have now instituted regulations governing this. In the first place, Congress has

graded the Consular Service, so that original appointments are made only to the lower grades, only \$2,000 and \$2,500 positions, and all the higher places are filled by promotion from the lower grades on the basis of merit, so that by putting young men in the lower places, when it comes to filling places of great importance and consequence, like the consulate-general in Paris, for example, we don't depend upon what someone's friends say about him, but we have the actual record of all the consuls in the lower grades, in order that we may pick out the man who has done the best, and put him in the most important place. In this manner we are able to get a man like Mason in Paris. These regulations provide that the appointment shall be made without regard to political affiliations. They also require that the appointments shall be proportional and representative among the States, proportional to their representation in Congress, so that the whole country will be represented. The original appointments to the lower grades are made upon examination, and at least one language other than the American is obligatory. Those are but regulations. We have not been able to secure their incorporation in the statutes, but I hope they will be put into statutes, just as the regulations regarding the Army and Navy are. This Administration has but fifteen months more, and at the end of it will come another, and nobody knows what the attitude of that will be; but you may be certain that there will

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be a pressure to break up this system that has been described to you, and to turn backward the movement for the development of this Consular Service, and it will rest with you and with such organization as you may make to see that there is no backward step taken. I think that the members of the Senate and the House are so well satisfied with the working of the new system that they will not wish to disturb it, or to go back to the old methods. I am sure of that. But there will be a pressure that it may be difficult for them to withstand, and I hope there will be an effective organization standing behind the system with competency and effectiveness to enable the whole Government to resist any such pressure. Of course, all movements of this kind have to proceed by steps (leg over leg the dog went to Dover). I hope you are now beginning a process which will bring the great commercial organizations of the country and those branches of the National Government which are charged with promoting the interests of commerce into such constant touch as to bring about that team work necessary for the extension, improvement, and development of American commerce.

Reception and Address by the President

At noon the meeting adjourned and the delegates proceeded to the White House where they were received by the President, to whom they were intro-

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duced by Secretary Straus. The President spoke as follows:

Mr. STRAUS, GENTLEMEN: It is a very real pleasure to bid you welcome this morning. A couple of weeks ago our ex-minister to Spain, Mr. Hannis Taylor, who has studied history very deeply, sent me a pamphlet about the plan of a man named Webster, just before our National Constitution was adopted, proposing the adoption of a constitution for the entire country. His scheme curiously foreshadowed the Constitution which was actually adopted, with the exception that it proposed some method by which the Government should be brought into closer relation with the great mercantile bodies of the country, using a wealth of historical illustration drawn largely from the Republics of Holland and Venice to show the necessity of keeping the Government in touch with the merchants and business men of the nation. In a Government such as ours, it is almost impossible to achieve the best results by either the Government working alone or private bodies working alone. To get the best results it is imperative that there should be the kind of cooperation that I trust is foreshadowed in this meeting here. The purpose of the Department of Commerce and Labor, under Mr. Straus, is, so far as it is feasible to do so, to get into touch with bodies like these represented here and work in harmony with them. It is of course imperative that these bodies should represent all the different cities of the country. When we get represen-

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tatives from commercial bodies from many different sections of the country together, we are able by the friction, by the rubbing up, to get a course of conduct which will be for the benefit of all. It seems to me that the one lesson more important for our people to learn than any other is that no division of our people by classes or sections can work any good. In the long run we are all going up or down together.

Action taken by the Delegates

At the conclusion of the addresses made by the Secretary of Commerce and Labor and the Secretary of State, and before the adjournment of the meeting, to enable the delegates to call upon the President, there was a conference of the delegates, who elected Mr. Gustav H. Schwab, of the Chamber of Commerce of the State of New York, temporary chairman, and Mr. Frank B. Wiborg, of the Cincinnati Chamber of Commerce, temporary secretary, the latter of whom, by reason of being unexpectedly called away, was subsequently succeeded by Mr. William R. Tucker, of the Philadelphia Board of Trade.

At 3 p. m., December 5, 1907, the meeting reconvened in the offices of the Secretary of Commerce and Labor. The Chairman had been authorized to appoint two committees, one on organization, to consist of ten members, and one on rules, to consist of

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five members, and by unanimous vote of the Conference had been designated as a member and Chairman of the Committee on Organization. The Chairman, pursuant to the authority conferred upon him, appointed the following committees:

Committee on Organization:

GUSTAV H. SCHWAB, *Chairman*, New York.

Chamber of Commerce of the State of New York.

H. E. MILES, Racine, Wis.,

National Association of Manufacturers.

MAHLON N. KLINE, Philadelphia, Pa.,

President Philadelphia Trades League.

GEO. F. STONE, Chicago, Ill.,

Secretary Board of Trade.

D. A. TOMPKINS, Charlotte, N. C.,

Southern Manufacturers' Club.

H. MOSLE, Galveston, Tex.,

Chamber of Commerce.

HENRY W. PRABODY, Boston, Mass.,

National Board of Trade.

Senator GEORGE C. PERKINS, San Francisco, Cal.,

President Chamber of Commerce.

WILLIAM P. KENNETT, St. Louis, Mo.,

Merchants' Exchange.

FRANCIS B. LOOMIS, Cincinnati, Ohio.

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Committee on Rules:

- FRANK D. LA LAMME, Pennsylvania,
President National Board of Trade.
- S. H. COWAN, Fort Worth, Tex.,
American National Live Stock Association.
- B. A. ECKHARDT, Chicago, Ill.,
Chicago Board of Trade.
- I. W. POPE, Atlanta, Ga.,
Chamber of Commerce.
- G. D. ROGERS, Minneapolis, Minn.,
Chamber of Commerce.

Tentative Plan of Organization Adopted

The Committee on Organization submitted the following report, embracing a tentative plan or scheme for the organization of a National Council of Commerce, which was adopted:

PROPOSED ORGANIZATION FOR A NATIONAL COUNCIL OF COMMERCE

The purpose of the proposed Council of Commerce is to establish a connecting link between the Department of Commerce and Labor and the business world directly affected by the work of the Department.

Its functions should be:

1. To keep the Department informed of the needs and desires of the business world so far as they may be formulated by responsible commercial and indus-

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trial organizations. These organizations should represent manufacture, internal trade, and foreign commerce, both export and import, and possibly transportation.

2. To keep the business community informed regarding the work of the Department, its plans, methods, and results.

The practical character of the work requires that the directing personnel of such a council shall be held down to the smallest possible number of members if it is to be a workable body. It is therefore suggested that the organization consist of two closely connected yet distinct bodies, viz:

1. A National Council of Commerce, which shall appoint—

2. An Advisory Committee.

Each body to elect its own officers and to establish its own rules of procedure.

Under this plan the National Council of Commerce would be composed of one representative from the leading commercial and industrial organizations representing the principal lines of commerce and manufacture in every section of the country.

The membership of the National Council shall consist of the organizations described in the plan of the Secretary, which shall pay the Treasurer of the Council the sum of \$100 annually.

The Advisory Committee shall be authorized to pass upon applications for membership in the National Council of Commerce.

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THE NATIONAL COUNCIL

The National Council shall meet in Washington once a year, at a time to be fixed by the Advisory Committee. Special meetings of the Council may be called by the Advisory Committee.

The Council shall hear and act on the reports of the Advisory Committee; discuss and act on measures proposed by the delegates from the various organizations represented; formulate, for action by its constituent bodies or by the Advisory Committee, such suggestions for the promotion of the commerce of the United States as it may agree upon.

All those organizations invited by the Secretary of Commerce and Labor to send representatives to this conference, and which have sent representatives thereto, shall be considered members of the National Council upon payment of the membership fee.

THE ADVISORY COMMITTEE

The Advisory Committee shall consist of 15 members, representing the leading commercial and industrial organizations of the country, to be selected as the National Council shall provide. Its meetings shall be attended by such officers of the Department as the Secretary of Commerce and Labor may designate, those officials to have a voice in the deliberations, but no vote. It shall meet regularly four times a year, or oftener, if necessary. Its purpose, as stated above, is to act as an intermediary between the Department and the commercial and

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industrial interests of the country, and to that end it is to exercise the following functions:

1. To receive reports and communications from commercial and other bodies, as to their needs in the promotion of commerce.

2. To receive information from the Department of interest to the business world, which can not be directly disseminated through the publications of the departmental bureaus.

3. To consider with the Department officials and act upon the topics suggested by the reports mentioned under 1 and 2.

4. To furnish the Secretary of Commerce and Labor with authentic information as to the needs and conditions of different industries whenever commercial treaties are under consideration.

5. To suggest special investigations abroad by the agents of the Department.

6. To act as an intermediary between the Department and the commercial and trade bodies in arranging for the representation of American products at international expositions.

7. To confer with other Departments of the Government with a view to promoting the trade interests of the country.

8. To confer with the Secretary of Commerce and Labor regarding legislation which shall have been approved by the National Council and is necessary to promote foreign and domestic commerce or to adequately equip the Department for such work.

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The domicil of the Advisory Committee shall be fixed in Washington, D. C.

The Advisory Committee shall be empowered to appoint a competent Secretary, and make such other arrangements necessary for his work.

FRIDAY, DECEMBER 6

Advisory Committee

At an adjourned meeting of the delegates, held on the morning of December 6, 1907, the appointment of an Advisory Committee as contemplated by the plan of organization previously adopted was announced, which will eventually consist of fifteen members, but which is at present composed of but twelve gentlemen, whose names are given below. The Chairman, Mr. Gustav H. Schwab, had been previously authorized and directed, on motion carried unanimously, to nominate members of the Advisory Committee, and to present the nominations at an adjourned meeting for action, and in the same motion he was directed to include his own name in the list of nominations.

- H. E. MILES, Racine, Wis.,
National Association of Manufacturers.
N. J. BATCHELDER, New Hampshire,
President National Grange.
MAHLON N. KLINE, Philadelphia, Pa.,
President Philadelphia Trades League.

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- L. A. RANSOM, Atlanta, Ga.,
Chamber of Commerce.
GEORGE F. STONE, Chicago, Ill.,
Secretary Board of Trade.
H. MOSLE, Galveston, Tex.,
Chamber of Commerce.
Senator GEORGE C. PERKINS, San Francisco, Cal.,
President Chamber of Commerce.
HENRY W. PEABODY, Boston, Mass.,
Chamber of Commerce.
JAMES E. SMITH, St. Louis, Mo.,
President Business Men's League.
FRANK B. WIBORG, Cincinnati, Ohio,
Chamber of Commerce.
D. A. TOMPKINS, Charlotte, N. C.,
Southern Manufacturers' Club.
GUSTAV H. SCHWAB, New York City,
Chamber of Commerce of the State of New York.

These appointments were ratified.

The Advisory Committee was authorized to adopt such rules and regulations as in its judgment may be necessary to further the objects of the organization, as well as to perform all duties properly falling within the scope of the call for the meeting by the Secretary of Commerce and Labor.

Additional Organizations Elected to Membership

The following additional organizations were elected members of the Council:

American Cotton Manufacturers' Association.

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Fort Worth Board of Trade.

Cattle Raisers' Association of Texas.

American National Live Stock Association, Denver, Colo.

Interstate Cotton Seed Crushers' Association, Dallas, Tex.

New England Shoe and Leather Association, Boston, Mass.

National Association of Agricultural Implement and Vehicle Manufacturers.

Elmira Chamber of Commerce, Elmira, N. Y.

Washington Chamber of Commerce, Washington, D. C.

Mr. Gustav H. Schwab was made Chairman of the National Council of Commerce; Mr. Frank B. Wiborg, Treasurer; and Mr. William R. Corwine, Temporary Secretary.

It was decided not to fill the position of Secretary at the present time, as it was the consensus of opinion that the Secretary should be a salaried officer, with headquarters in Washington at the offices of the Council and the Advisory Committee. It was believed that a decision in this matter could be better reached when the income that would be at the disposal of the Committee was more definitely known.

Announcement was made that organizations desiring to become members of the National Council of Commerce should address the Chairman of the

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Council, Mr. Gustav H. Schwab, 5 Broadway, New York City, who, with the assistance of Mr. William R. Corwine, has consented to attend to the further preliminary work of organization.

Resolutions Adopted

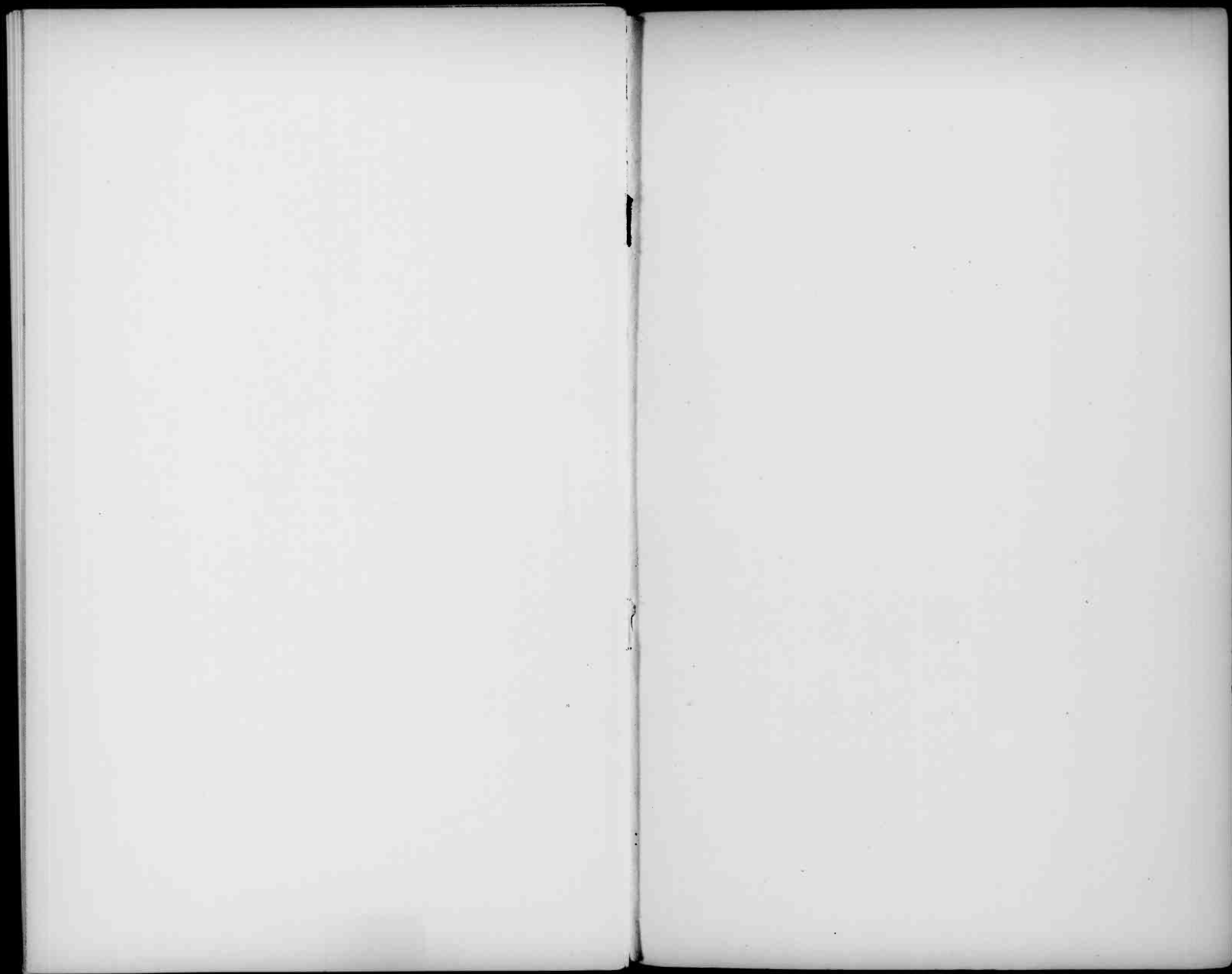
The following resolution was introduced and unanimously adopted by a rising vote:

Resolved, That this conference and the vast interests represented by its members hereby express their gratitude to the Secretary of Commerce and Labor, and their deep appreciation of the opportunity given them to confer with him upon this occasion; and further

Resolved, That this conference recognizes and desires to record its appreciation of the high motives and constructive genius of the Secretary of Commerce and Labor in first perceiving the practical need of uniting the business forces of the country for the furtherance of their best interests, and the national progress in harmonious and close relations with his Department and the National Government.

Adjournment

At 11 a. m., December 6, 1907, the conference adjourned sine die.



MSH 20583

**END OF
TITLE**